

Inside & Out

JANUARY, 1991

COMPAQ NEWS

VOLUME 9, ISSUE 1

Compaq Grand Slam Cup scores with players, public

From its opening ceremony, featuring Spanish tenor Placido Domingo, Norwegian pop band A-Ha and a troupe of acrobats and unicyclists, to the sizzling final match between Americans Pete Sampras and Brad Gilbert, the first-ever Compaq Grand Slam Cup was a smashing success.

Sampras, the 19-year-old winner of the Compaq Grand Slam Cup, was ranked No. 4 among the 16 players who journeyed to the Olympia Halle in Munich in December for the tournament.

Battling his way to the top was not easy. Sampras nearly pulled out of the tournament because of shin splints and suffered from blisters during his lengthy matches against Goran Ivanisevic of Yugoslavia and fellow Californian Michael Chang.

"It is the first time I have ever beaten him (Chang) in my professional career," admitted Sampras after the semifinal match. "The court suited my game more than his."

Dubbed "Der Killer mit dem Baby-face" by the German press, Sampras also demonstrated the more generous side of

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A spectacular light show highlighted the talents of the Compaq Grand Slam Cup's opening ceremony performers. It was just the beginning of many fiery performances in this inaugural event.

New conference center unveiled on main campus



The new Compaq Conference Center is located behind CCA5 on the company's main campus.

The CCA1 Auditorium that has hosted thousands of visitors since it opened in 1984 has new competition. The impressive new Compaq Conference Center officially opened its doors the week of Dec. 3.

The Conference Center, a collaborative effort between members of the Facilities and Audio/Visual departments, incorporates a suite of four rooms tailored to specific sizes and types of groups. The rooms are named for the cities in which Compaq has manufacturing facilities: Houston, Singapore, Erskine and Stirling.

The Houston Room is the largest, and will seat nearly 300 people "theater style" (with interlocked rows of chairs). It can be divided in half to accommodate two smaller groups. It can also hold about 168 people when configured banquet-style (round tables with six chairs each) and 210 people in a classroom-style arrangement (rectangular tables with three chairs each).

Three smaller rooms can accommodate between 25 and 45 people "theater style." Other seating configurations will limit capacities.

Audio/visual capabilities of the new

conference center are state-of-the-art. All rooms in the Conference Center can provide video or data display. The Houston Room can also offer data display on two- or three-screen formats. Video or data can be shown simultaneously in all four conference rooms, furnishing the same information to nearly 500 people. Given adequate advance notice, the staff can also arrange a satellite uplink or downlink.

According to Troy McPherson, who books groups into the Conference Center, the facility is available to groups with specific requirements that may not be met in other conference rooms around the campus. To be eligible, a group should be either very large; have special audio/visual needs that can only be satisfied by the Conference Center; or require a high-profile, Compaq-oriented setting to present to company visitors.

Compaq Hall of Fame

Visitors to the Conference Center will also have the opportunity to learn about the company's history. At the entrance to the center from the spine level of CCA5,

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Recycling program expanding to recover resources

Many people are concerned about the environment, but don't know how they can make much of an impact. Recently expanded programs on the Houston campus are helping individual Compaq employees make a difference in their environment through recycling.

Currently, Compaq recycles paper, aluminum drink cans, manufacturing by-products and a number of other materials — including plastic, copper pipes, wire, fittings, corrugated material and wooden pallets. Together, these recycling programs significantly affect our environment.

According to members of the Facilities department, Compaq recycling efforts are the equal of those of many other companies — and better than most.

Paper

A successful paper recycling program initiated in CCA1, 2 and 3 has been expanded throughout the Houston campus.

Each employee should have two trash cans in his or her work area. The gray trash container has a plastic liner for disposal of food products, Styrofoam, newspaper, brown paper, etc. This container is emptied each night if placed in the hall or if the office is left open for cleaning personnel.

The black trash container sporting the recycling logo has no plastic liner and is for the disposal of recyclable paper only. Black cans are not for confidential paper. Although paper from the black containers is recycled, it is each employee's responsibility to handle "Compaq Confidential" material appropriately.

Paper in the black trash cans is collected once a week. The current schedule for recyclable paper pick-up is:

Central campus - Monday
West campus - Tuesday and Wednesday

North Campus - Thursday and Friday
Sommermeier - Friday

Additional recyclable paper bins will be located in most copy rooms and mail rooms, so if the can in your area is full you can empty it yourself. Shredded paper in these areas is also recycled.

Cleaning crews can't enter locked offices, so the black trash cans must be left outside office doors if you choose not to have your office cleaned at night. In addition, trash is not sorted, so incorrect items tossed into a "recyclable" container could contaminate the entire load.

Although the office paper recycling program got off to a slow start as people tried to remember which trash can was which, each week has shown a paper tonnage increase.

A ton of paper consumes 17 trees and uses 3 cubic yards of landfill space. In the month of September, the Compaq recycling program saved 2,261 trees through recycling. As the program expands, Compaq Houston people will be able to save nearly 5,000 trees per month.

Aluminum cans

As awareness of the company's recycling efforts has grown, aluminum can recycling on the Houston campus has risen — from only about 5 percent last April to about 64 percent in September. Compaq is Houston's largest generator of recycled aluminum cans, but more can be done. To make recycling more convenient, aluminum can receptacles have been placed in conference rooms.

According to Facilities, making new aluminum cans from recycled products requires only 5 percent of the energy required to produce cans from natural resources.

Aluminum recycling vendors are establishing stricter requirements on acceptable items. There can be no more than 5 percent moisture content in the cans, or the entire shipment will be docked. All cans should be emptied



Recyclable aluminum cans are picked up from the Compaq main campus twice each week.

completely before being deposited into the containers.

Manufacturing byproducts

Besides trying to cut back on waste generated in its manufacturing processes, Compaq also recycles as much of the waste as possible.

As the company studies ways to eliminate chlorofluorocarbons (CFCs) from the manufacturing process, it has initiated a CFC recycling program. Cleaning agent CFC is collected when dirty, then cleaned and reused. When too dirty to be cleaned effectively by Compaq equipment, it is shipped to a CFC recycling center.

Compaq also recycles such byproducts

as flux and thinner and oxidized solder dross, waste oil, scrap boards and cardboard boxes, when possible.

Salvaging profits

Recycling doesn't just save energy, it can be profitable. The increased recycling of cans, paper, pallets and other materials throughout the Compaq Houston campus is expected to produce about \$170,000 annually. All money collected is donated to a variety of charities in the Compaq community, so there's good reason to recycle.

The company is investigating how to recycle other items not on the recyclable list.

Black (recycling) container		
• White paper	• Small amounts of colored paper	• Bond paper
• Magazines with slick paper	• Office paper (i.e. printer paper)	
Gray (waste) container		
• Corrugated boxes	• Interoffice envelopes	• Chipboard
• Newspapers	• Food items	• Staples
• Wood	• Metal	• Styrofoam
• Manila folders	• Legal pad backs	• Paper clips

Company strikes it rich at Comdex

Even at Comdex, the world's largest computer event, Compaq was fortunate enough to draw lots of attention. Three publications gave the company a total of six awards during the Las Vegas, Nev., event.

SYSTEMS INTEGRATION Magazine readers chose Compaq Hardware Manufacturer of the Year.

At the same award ceremony, results of a SYSTEMS INTEGRATION reader poll honored COMPAQ SYSTEMPRO as both the best file server and best multi-user system. Readers also selected the COMPAQ LTE/286 No. 1 among portables and laptops.

PC Magazine editors named COMPAQ SYSTEMPRO the winner in its Technical Excellence category for personal computers.

RESELLER MANAGEMENT's readers chose the COMPAQ DESKPRO family as

"Best-to-Sell Product for 1990" in the desktop category.

This positive feedback is in line with a 1990 survey conducted by Millward Brown for Compaq. It indicates that nine out of ten users rate their experience with COMPAQ PCs an eight, nine or ten on excellence using a ten-point scale.

The SYSTEMS INTEGRATION awards were based on votes from readers who recommended products that best serve their needs in 47 categories. Susan Chouinard, the magazine's publisher, noted, "Compaq has clearly established a strong foothold among systems integrators. This is evidenced by the fact that our readers voted Compaq the winner in four categories."

After presenting the company its award for technical excellence, PC

Magazine Editor-in-Chief and Publishing Director Bill Machrone said, "Compaq has re-invented the file server with this (COMPAQ SYSTEMPRO) machine. It reaches new levels of system performance and throughput, to the point where server capacity ceases to be an issue for most applications."

Tom Farre, RESELLER MANAGEMENT's editor, described his publication's presentation as "more than just an award for innovative technology or product performance. By choosing the COMPAQ DESKPRO line, our readers are basically saying that Compaq offers the best desktop products in terms of overall business value."

November's awards were the most recent distinctions in a year filled with honors for products turned out by the people of Compaq.

In February, the COMPAQ DESKPRO

386/33 was named best network file server in the LAN TIMES Reader's Choice Awards.

CADENCE readers in May selected Compaq as the best for AutoCAD applications.

September saw ComputerLand choose Compaq as its North American Vendor of the Year both for Service and for Hardware.

PC World readers made October a big month for Compaq. They singled out COMPAQ DESKPRO 386/33 as Best Desktop. They named the COMPAQ PORTABLE 386 Best Transportable, and the COMPAQ LTE/286 Best Laptop.

As Most Promising Newcomers — Hardware, PC World readers filled three of the first five positions with COMPAQ SYSTEMPRO, COMPAQ DESKPRO 486/25 and COMPAQ LTE/286.

Company completes integration agreement with Banyan

In their ongoing efforts to assist customers in implementing multivendor, PC-based solutions, Compaq and Banyan Systems, Inc. recently signed a joint integration agreement.

The agreement, which establishes a formal framework for customer support, will target products such as the COMPAQ SYSTEMPRO family of multiprocessing PC Systems and Banyan VINES network operating system, including VINES SMP (symmetric multiprocessing version).

Similar to the joint integration agreements announced with Novell, Inc., Microsoft Corp., and The Santa Cruz Operation (SCO) in October, 1990, the agreement with Banyan will cover five key elements: defining reference platform configurations, compatibility testing and performance tuning of platforms, supporting components in the defined platforms, joint development of future products and joint marketing.

The reference platform configurations will be defined jointly by Compaq and Banyan and will include COMPAQ hardware, Banyan systems and networking software and relevant third-party hardware and software components. Specially established integration labs will develop, test and optimize each reference platform.

These platforms will be communicated to Authorized Dealers and Banyan Value-Added Resellers, optimizing overall system performance for end users. In addition, the companies have agreed to work together to share technical information and early versions of products in development. The results of these efforts will be shared with dealers, customers and applications developers.

To create closer ties between their respective support organizations, Compaq and Banyan have also signed a Technical Support Alliance Program Agreement. The Alliance will expand upon current integration training classes and joint training of Authorized Dealer technical and sales staffs. It will also provide linked telephone lines among each company's support organizations.

"We are very pleased to sign this joint integration agreement with Banyan," said Michael S. Swavely, Compaq President, North America. "The Banyan agreement combined with the increasing maturity of hardware and software that make up these platforms further allow customers to take advantage of cost-effective, multivendor, standards-based computing environments."

According to Dave Mahoney, President and CEO, Banyan Systems, "Our new comprehensive integration agreement is a powerful complement to last September's joint announcement of VINES SMP for the COMPAQ SYSTEMPRO. These announcements represent significant wins for both companies, resellers, software developers and mutual customers."

The agreement will also make it easier for Compaq Authorized Dealers and Banyan resellers to install advanced wide area network solutions. Bill Fairfield, President of ValCom, a national reseller, notes, "The performance tuning available for COMPAQ and Banyan products will allow our centers to more efficiently get the network up and running at optimal performance. That builds customer loyalty and enhances the channel's growth and profitability."

Sampras scores



American Pete Sampras works his way toward victory in the Compaq Grand Slam Cup.

Compaq Grand Slam Cup nets praise

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his nature. After accepting his \$2 million prize check, he announced his decision to donate a quarter of a million dollars to cerebral palsy research.

Semifinalists Sampras, Gilbert, Chang and David Wheaton all received personal computers, courtesy of Compaq.

Also earning acclaim during the week-long event was the networked database of player information and statistics assembled by a team of

technical staff members from Compaq and Novell. Spectators and members of the press found the system accessible and user-friendly.

According to Eckhard Pfeiffer, President of Compaq Europe and International, "The standard of play has been exceptional . . . and this event now stands among the truly great tournaments on the tennis calendar. Compaq is looking forward to a long association with tennis and the four Grand Slam tournaments."

Hall of Fame attracts attention

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a hallway of Compaq memorabilia has been assembled.

Photos, early products, trophies and other souvenirs of the company's colorful past have been arranged in display cases along the hall. Photos depicting the evolution of COMPAQ products line the facing wall. The entire display serves as a capsule history of company achievements — both corporate and personal — throughout the years.

Although the facility only recently opened, word has spread quickly and the rooms are filling rapidly. Bookings have already been made through December, 1991. For more information or to reserve space in the Conference Center, contact Troy McPherson at 713-378-7575.



Mementos of company history line the walls and display cases of the corridor leading to the new Compaq Conference Center.

Seasonal celebrations around the world



The Chicago office managed to find time during the busy holiday season to enjoy one another's friendship and fun.



The ACE Choir sang a variety of Christmas songs before a special holiday performance by the Houston Symphony.

The holiday season found most Compaq people gathering with coworkers, family and friends. Some joined forces for a purpose – perhaps to help people less fortunate than themselves. Others simply got together to celebrate the season.

Whatever the reason, the gatherings pictured here reflect the good feelings and happiness shared by all during the holidays.



Compaq Sweden celebrated an Arabian Nights Christmas, with appropriate costumes and food.



Compaq Belgium included their families in the fun. Twenty-eight children of Compaq employees were given presents to open. After the unwrapping, everyone admired the subsidiary's brand new offices and enjoyed a festive pancake feast.



In Houston, decorations went up on trees and buildings throughout the main campus.



At Compaq Denmark, employees' children took part in the fun, singing carols and making construction paper Santas – until the real one arrived to bear their Christmas wishes.





Compaq Scotland threw a Christmas party for employee children. Santa Claus was present to make sure all the children could make their wishes known.



The Association of Compaq Employees in Houston gave employees the opportunity to contribute to a program of giving toys to needy area children.



Although it wasn't strictly a holiday outing, members of the Compaq Austria rafting team chose the winter season to challenge the icy waters of the River Salzach.



The Christmas celebration for Compaq Asia was a lavish affair in the ballroom of a nearby hotel. The theme for the event was "Compaq in Las Vegas." Miss Compaq Asia was chosen from ten finalists during the gala evening.



Houston's CCM5 (Options) planned an "Adopt a Child" Christmas party for area underprivileged children. Each staff member adopted one of the children for the day. Santa arrived to hand out the presents and a huge feast topped off the event.



The ACE Jazz Band performed at the downtown Houston tree-lighting ceremony.



Teamwork provides specialized solutions

One good turn deserves another. That's what the Lighthouse of Houston, a Houston-area resource that produces books in Braille for visually impaired people, discovered when it helped Compaq people out of a dilemma.

In October, Compaq was invited to speak to the Federal Government Inter-agency on Computer Support of handicapped employees. Mindy Morley, Government Marketing, and Paul Alito, Systems Integration, prepared a presentation outlining Compaq programs. Linda Crochet of Systems Integration researched software and hardware adaptive devices that are compatible with Compaq hardware platforms.

Paul and Mindy felt their 35mm slides, transparencies, and printed copies of the presentation were just what they needed to present to the Inter-agency Committee. Then Tony Engbrock of Compaq Government Affairs learned that the Compaq presentation must be provided in Braille format or Mindy and Paul would not be allowed to use 35mm slides, transparencies and printed handouts.

Linda Crochet contacted the Lighthouse of Houston, an organization that produces Braille versions of textbooks. "There's a constant backlog of requests to convert textbooks into Braille format," explains Crochet. "The conversion process is very time-consuming.

"A document must be coded line by line to indicate whether to start a new line or skip a line. Each paragraph and page break has separate codes. It takes an enormous amount of time to manually insert these codes into a document."

After coding, the document is saved from a word processing program into ASCII format and then transferred into Duxbury, a program that runs Braille printers.

The Duxbury codes are then examined on-screen, changes are made in the original word processing program, saved again in ASCII format, then converted to Duxbury, and on and on. The conversion of Compaq's Congressional brief "bullet" presentation required 20 minutes of intensive coding, checking, saving, editing, and re-saving before it could be printed in Braille.

Teamwork comes through

Crochet was impressed with the Lighthouse's work, and with the effort required to fulfill its commitments to visually impaired people in the Houston area. She also felt there might be a more efficient method of accomplishing the translations.

"I thought that Samna Corporation's AMI Professional word processing package could provide a significant increase in productivity for the Lighthouse," she said. "AMI Professional offers screen enlargements up to 400 percent and can be fully run by keystrokes as opposed to windowed environment access. It also saves easily to ASCII format."

Crochet contacted Bob Jeronowitz, Assistant Product Manager of Samna, and explained the situation. "Bob said Samna would donate a copy of AMI Professional and he volunteered to travel from Florida to Houston to personally demonstrate AMI Professional to the Lighthouse staff," she explained.



Linda Crochet of Compaq Systems Integration spearheaded a team effort to provide the Lighthouse of Houston with a specialized solution to its translation problems.

Compaq Industry Relations contacted Microsoft Corporation. Microsoft donated a copy of Microsoft Windows 3.0 and a Microsoft mouse.

Ron DuPre of Industry Relations arranged a six-month loan of a COMPAQ DESKPRO 386s with a VGA color monitor as a platform for the Compaq-Samna-Microsoft solution for the Lighthouse.

The hardware and software were delivered to the Lighthouse facilities on Nov. 7. Three trainers representing Corporate Training and Development's Software Training group — Kitty Colgin, Phylis Jones and Cindy Glenn — are working on a volunteer basis to develop specialized training for the Lighthouse's specific applications.

Members of the department are currently looking for sources of Braille

keyboards to be used in training students with limited visual and hearing abilities. Preliminary training is scheduled to begin this month.

"It all happened very fast, within a two-week time frame," acknowledged Crochet. "But it's hard to put the brakes on when we have people who want to help and people who need that help. There are many students who don't have access to textbooks and many adults who can't advance their education because they don't have access to books they can read. We hope this team effort solution will increase the accessibility of Braille books. We also hope this solution, when proven, will be shared by the Lighthouse with other organizations that produce Braille textbooks throughout the United States.

Security firm locks paper out of offices

No paper clips. No copiers. No staplers. No trash cans. Three hundred employees, each without paper.

Those are significant numbers at Westinghouse Security Systems, a year-old division of Westinghouse Electric Corp. that operates paper-free.

The division has desks, but no drawers. It receives mail, but correspondence is scanned into a computer system at the mail room's image processing center. Even bills and newsletters are entered. Then mail is received through each employee's COMPAQ DESKPRO 386s/20.

"Without paper to slow us down, we're far more efficient at our jobs," says Systems Technology Manager Randy Collins. "We're much happier, too."

Based in Las Colinas, Texas, Westinghouse Security Systems first automated advertising, accounting and administration — which generated the most paper. Then the company committed to PCs from Compaq and teamed them with a variety of equipment from Wang Laboratories. Engineers from Compaq and Wang worked together with this result.

- Mail scanning — Scanned in the mail room, each piece of incoming mail

is routed electronically. Two employees use scanners to enter about 300 mail pieces per day. Retained for one day, original documents are shredded. Only manuals and other voluminous documents escape shredding. They're stored in a mail-room cabinet.

- Electric pens and paper — On the business side, each PC is equipped with a Wang digitizing pad and electronic stylus. These serve as paper and pen. Employees use FreeStyle software to edit and mark up documents in their computers. They also use the software program to prepare new text and spreadsheets. The program features on-screen icons for electronic stapling, filing, copying and faxing. Collins, explains, "Anything that can be done on paper is done on our PCs."

Customer account data and critical business information is stored on the Wang mainframe, but is readily viewed on the PCs. Documents for external distribution are transmitted through the network back to the mail room. Then they're either faxed or printed out for dispatching to the post office.

Not all the changeover involved technology. Collins says some of his people

resisted the change, to the point of smuggling paper to keep at their desks. Gaylyn Pharr, the company's media director, is an admitted paperholic. She recalls, "There's something about having and touching and feeling paper. I didn't want to give it up."

She tried Westinghouse's week-long training program, but it didn't convince her to give up paper. She tried it a second time, and that did it. Now she willingly has media kits and other marketing material scanned into the system. Her desk is paper-free, and she likes it that way.

"Whatever information I need is right at my fingertips," Pharr says. "I don't have to sift through volumes of paper to find what I want."

At Westinghouse Security Systems, the 24-hour-a-day alarm response is highly automated as well as paperless. In a large multilevel room, about 40 employees work side-by-side on computers from Compaq. Their desks face large windows that overlook an elegant golf course. But monitoring alarms doesn't allow time for sight-seeing. Even though fewer than one percent of alarms turn out to be crimes or fires, a response is made to each within seconds.

"We've streamlined information flow so that our alarm monitors have the information they need at their finger tips," Collins says. "That enables fast responses and dispatches to our customers."

To assure reliability, Collins says his company chose the 386-based systems from Compaq because "we needed durable office workhorses that we could count on 24 hours a day.

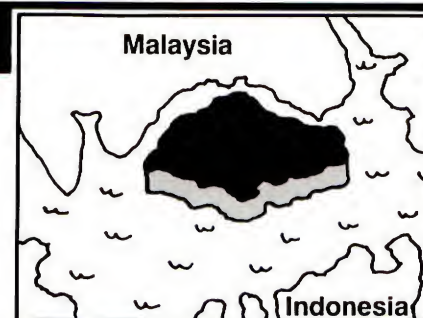
"We also get guaranteed service calls within two hours, day or night (from an Authorized Dealer). If they don't have the part, they'll go out, find it and hand deliver it to us."

To meet its target of more than one million subscribers, Westinghouse plans to buy competing security firms and convert them to its paperless system. The company is also looking into new opportunities, such as medical alert services for the elderly and monitoring latch-key children.

"We plan to keep growing by getting more efficient," Collins says. "We may add new kinds of businesses, but we won't change how we do business.

"We're a company that knows where we're going and how we'll get there. And we'll definitely get there without paper."

i n t e r n a t i o n a l F O C U S



Compaq Asia attains significant milestones

In November of 1990, Compaq Asia shipped its three millionth printed circuit board.

By itself, that fact would not be so extraordinary. But, the subsidiary had just shipped its two millionth board in February, nine months earlier.

As impressive as these statistics are, this manufacturing subsidiary achieved an even more impressive milestone in November. Compaq Asia assembled and shipped its 10,000th CPU just two months after starting CPU assembly operations.

A year of firsts

Compaq Asia was established in 1987 in a 120,000-square-foot leased facility. The shop housed 800 people, three through-hole printed circuit board (PCB) lines and three surface-mount technology PCB lines.

The manufacturing subsidiary ended the year in its newly completed 360,000-square-foot (32,400-square-meter) Yishun factory, housing four through-hole PCB lines, five surface-mount technology lines, one CPU assembly line and a new Design Engineering department.

island the ideal site for a British trading base in the region.

For 110 years, Singapore boomed as Raffles' vision of a free port became a reality. The island nation became an Asian "promised land" to many immigrants.

After World War II, Singaporeans determined to gain independence from Great Britain. They achieved that goal in 1959, and Lee Kuan Yew, a Cambridge-educated lawyer, was named the country's first prime minister.

In 1963, Singapore became part of the Federation of Malaysia but separated from the federation two years later to become an independent republic. Over the past 25 years, Singapore has relentlessly pursued its goal of becoming Asia's pre-eminent center for tourism, trade and finance. To achieve this goal, the island nation has developed its education and technical training programs, investment strategies, aviation and environmental policies.

Today, Singapore boasts the world's busiest port, third largest oil refining center and an excellent international airport.

Name:	Country Profile Singapore
Official Languages:	English, Malay, Chinese, Tamil
Population:	2.7 million
Size:	41.8 km east to west 22.9 km north to south
Area:	636 square km
Head of State:	President Wee Kim Wee
Prime Minister:	Goh Chok Tong

Name:	Subsidiary Profiles Compaq Asia Pte Ltd
Address:	1, Yishun Avenue 7 Singapore, 2776
Established:	June 1987
No. of Employees:	1,200

Name:	Compaq Computer Asia Pte Ltd.
Address:	1, Yishun Avenue 7 Singapore, 2776
Established:	August 1988
No. of Employees:	44
No. of Dealers:	43
Countries Covered:	South Korea, Taiwan, Hong Kong, Brunei, Indonesia, Philippines, Pakistan, Singapore, Malaysia, Thailand and People's Rep. of China



At the Compaq Asia Open House held in October, employees introduced their family members to their brand new facility in Yishun.

According to Steve Hamblin, Managing Director of Compaq Asia since its inception, "1990 has been the most successful year in the history of Compaq Asia."

A little history

1990 was also a significant year for the country itself. Singapore celebrated its 25th year of independence.

Singapore's colorful history includes spice trading, piracy and colonialism. In the seventh century, the country was known as Temasek, the trading center of Sumatra's ancient Srivijaya empire. By the 13th century, she was named Singapura, or Lion City, by Sang Nila Utama, Prince of Palembang.

In 1819, Sir Stamford Raffles stepped ashore on the banks of the Singapore river and proclaimed the

Compaq in Asia

The success of the Singapore manufacturing plant was foretold less than four years ago when Compaq President Rod Canion journeyed to Singapore to attend the official opening of the Tagore Lane factory. At the ceremony, Canion described the company's decision to open a manufacturing plant outside the United States as a "historic step."

"We searched throughout the Pacific Basin for the ideal location, one where we would find not only geographical advantages and a stable and growing economic environment, but also a work force that was dedicated to quality and its own prosperity," he said. "There was only one answer: Singapore."

Since then, Compaq Asia has grown rapidly. It now employs 1,200 people.

Over the past four years, employees have put in countless hours helping Compaq Asia grow into a major force in PCB and CPU assembly, design and engineering. The people have also found time to enjoy activities arranged by the Recreation Committee.

Compaq Computer Asia

At Compaq Computer Asia, the sales and marketing subsidiary begun in 1988, 44 people now support COMPAQ Authorized Dealers in the Pacific Rim region.

In September, Compaq Computer Asia sponsored an exhibition tennis tournament in Singapore featuring some of the best-known names in women's tennis. The Queens of Tennis tournament showcased the talents of players representing the past, present and future of the sport. Nine-time Wimbledon champion Martina Navratilova played Chris Evert, French Open Champion Monica

Seles and Jennifer Capriati before 3,800 fans.

According to Teo Sok Cheng, Marketing Communications Executive, "These golden girls showed they have golden hearts, too, as they helped raise funds for a local charity through their friendly matches."

The Community Chest, a local charity, will use the gate returns from the tennis match to build a school for handicapped children. In addition, Compaq donated two COMPAQ LTEs to the organization.

The third quarter of 1990 was an exceptional one for Compaq Computer Asia — it recorded 100 percent growth versus the same quarter a year ago. To celebrate, staff members and their families were treated to a weekend at a local resort hotel. Games and talent shows were organized for every age group.



Tennis star Jennifer Capriati served to Monica Seles at The Queen of Hearts Tennis Tournament, sponsored by Compaq Computer Asia.

International Distribution Center announced

To better serve the company's growing international markets, Compaq recently announced plans to build a major distribution center in Gorinchem, The Netherlands.

Compaq will invest more than \$57 million in the purchase of the 76-acre (31-hectare) site and construction of the facility. The distribution center is expected to employ more than 150 people when it opens in 1993.

The Gorinchem International Distribution Center will be equipped with state-of-the-art information management systems for networked order-

processing and dispatch among the company's 17 European and International subsidiaries. With worldwide production and distribution information on-line, each subsidiary will be able to respond instantly to a dealer's supply questions.

The Distribution Center will streamline the company's international operations by providing a single focal point for distribution of PC products and peripherals from Compaq manufacturing plants in Houston, Singapore and Erskine, Scotland, and the company's third-party suppliers.

The selection of the Gorinchem site was made with the assistance and support of the Netherlands Foreign Investment Agency and the Community of Gorinchem. It's located in the south of The Netherlands, close to Schiphol Airport. Its location provides easy access to the important Rotterdam seaport and major European road and rail networks.

"With the addition of this new facility, Compaq brings even greater efficiency to the distribution of its products," noted Eckhard Pfeiffer, President, Europe and International. "This state-of-the-art dis-

tribution center, in conjunction with Compaq's world-class manufacturing facilities, will allow us to be more responsive to our customers' need for timely deliveries of our comprehensive range of PC products."

When completed, the new distribution facility will handle the full line of COMPAQ products, shipping directly to Authorized Dealers in Europe, the Middle East and Africa. Orders from Asia/Pacific dealers will continue to be shipped through Compaq subsidiaries in Australia, New Zealand, Singapore and Hong Kong.

Compaq Belgium makes its move

When Compaq Belgium was launched in June 1988, the 720 square meters (7,752 square feet) of space in the original offices was more than ample for the original four employees.

By Christmas of that year, their numbers had tripled. The next year there were 26. By the following November, 38 people were working in the same 720 square meters. It was time to move.

On the 24th of November, the big day arrived and more than 400 boxes were moved to 2,680 square meters (28,852 square feet) of space at Lozenberg 17 Zaventem.



From crowded (right) to comfortable (below) – Compaq Belgium employees are reveling in their spacious new offices.



Thanks to entrants

Thanks to all those who sent in their response cards from the November *Inside & Out*. The ten winners of the drawing are: Joy Stotts, Sommermeyer; Joseph H. Jensen, CCA9; Marina Miranda, Costa Mesa; Kevin Winert, CCA10; Charla Robison, CCM2; Alexis King, CCA9; Catherine Worley, CCA1; Mark Edgington, CCA4; Joe Padia, CCA1; and Neil Paterson, Erskine.

These lucky winners won a Compaq high-quality "Mini Maglite" complete with pocket clip, batteries and gift box. Congratulations and thanks for entering!

Don't forget to send in your card from this month's issue!

Comments add color

After a few months of evaluating comments from the Reader Response Cards, we found a substantial number of people wanted more color photography. We listened, and you now have in your hands the first of many full-color issues of *Inside & Out*. We will continue to read your responses and introduce changes based on your requests. With your input, we can continue to make *Inside & Out* more useful and interesting.

Enjoy the issue!

COMPAQ